

Baldwin Area Medical Center, Inc.  
730 - 10th Avenue  
Baldwin, WI 54002-0045  
(715) 684-3311

Type:                   GMS  
Control:               Other Not for Profit  
Fiscal Year:       10/01/01 to 09/30/02

County:               St. Croix  
Analysis Area:       West Central (5A)  
Volume Group:       3

Selected Utilization Statistics	FY 2002	All GMS Hospitals		Analysis Area 5A		Volume Group 3		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Occupancy Rate (%)									
Adult medical-surgical	34.8%	57.4%	0.61	40.7%	0.85	33.3%	1.05	35.1%	0.99
Obstetrics	14.2%	39.6%	0.36	25.7%	0.55	20.6%	0.69	13.9%	1.02
Pediatrics	. %	48.0%	.	19.5%	.	13.4%	.	. %	.
Total hospital	30.2%	55.9%	0.54	40.7%	0.74	31.9%	0.95	30.4%	0.99
Average Census (Patients)									
Adult medical-surgical	7.3	30.4	0.24	14.0	0.52	7.7	0.94	7.4	0.99
Obstetrics	0.8	3.9	0.22	1.5	0.55	0.9	0.96	0.8	1.02
Pediatrics	0.0	1.8	0.00	0.1	0.00	0.1	0.00	0.0	.
Total hospital	8.2	55.4	0.15	21.3	0.38	10.4	0.78	8.2	0.99
Average Length of Stay (Days)									
Adult medical-surgical	2.8	3.9	0.71	3.2	0.87	3.3	0.86	2.7	1.04
Obstetrics	2.6	2.4	1.07	2.3	1.13	2.2	1.14	2.4	1.06
Pediatrics	.	2.4	.	2.1	.	1.9	.	.	.
Total hospital	2.8	4.3	0.64	3.3	0.83	3.0	0.92	2.7	1.02
Surgical Operations									
Inpatient	188	1,424	0.13	546	0.34	218	0.86	191	0.98
Outpatient	617	3,187	0.19	1,316	0.47	963	0.64	548	1.13
Inpatient as % of all surgeries	23.4%	30.9%	0.76	29.3%	0.80	18.5%	1.26	25.8%	0.90
Outpatient Visits									
Non-emergency visits	32,236	75,046	0.43	34,358	0.94	24,411	1.32	33,444	0.96
Emergency visits	3,444	14,086	0.24	6,829	0.50	5,581	0.62	3,379	1.02
Full-time Equivalents (FTEs)									
Administrators	13.0	14.8	0.88	9.4	1.38	5.1	2.54	14.0	0.93
Nurses, licensed	37.7	160.1	0.24	68.9	0.55	40.3	0.94	38.9	0.97
Ancillary nursing personnel	7.3	54.3	0.13	29.3	0.25	13.8	0.53	9.0	0.81
All other personnel	114.1	384.2	0.30	155.7	0.73	94.8	1.20	100.3	1.14
Total FTEs	172.1	613.5	0.28	263.3	0.65	154.0	1.12	162.3	1.06
FTEs per 100 Patient Census (Adjusted)									
Administrators	51.7	14.6	3.54	20.7	2.50	20.5	2.52	50.7	1.02
Nurses, licensed	150.2	157.9	0.95	151.1	0.99	161.4	0.93	141.1	1.06
Ancillary nursing personnel	29.0	53.6	0.54	64.1	0.45	55.4	0.52	32.6	0.89
All other personnel	453.9	378.9	1.20	341.3	1.33	380.1	1.19	363.4	1.25
Total FTEs	684.9	605.0	1.13	577.2	1.19	617.4	1.11	587.9	1.16

Total Hospital:		Contract with:		Medicare-certified Swing Beds:		Newborn Nursery:	
Beds set up and staffed	27	Health maintenance		Beds set up and staffed	1	Bassinets	6
Discharges	1,230	organization (HMO)	Yes	Discharges	22	Total births	110
Inpatient days	2,978	Preferred Provider		Inpatient days	157	Newborn days	256
		organization (PPO)	Yes				

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Inpatient Service Area

Inpatient Service Area	Level of Service*	Beds Set Up and Staffed 09/30/02	Discharges and Transfers**	Patient Days of Care	Occupancy Rate (%)	Average Census (Patients)	Average Length of Stay (Days)
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General Medical-Surgical:							
Adult medical-surgical, acute	1	21	952	2,668	34.8%	7.3	2.8
Orthopedic	2	0	0	0	. %	0.0	.
Rehab. and physical medicine	2	0	0	0	. %	0.0	.
Hospice	4	0	0	0	. %	0.0	.
Acute long term care	5	0	0	0	. %	0.0	.
Other acute	5	0	0	0	. %	0.0	.
Pediatric, acute	2	0	0	0	. %	0.0	.
Obstetrics	1	6	121	310	14.2%	0.8	2.6
Psychiatric	5	0	0	0	. %	0.0	.
Alcoholism/chemical dependency	5	0	0	0	. %	0.0	.
ICU/CCU:							
Medical-surgical intensive care	2	0	0	0	. %	0.0	.
Cardiac intensive care	2	0	0	0	. %	0.0	.
Pediatric intensive care	5	0	0	0	. %	0.0	.
Burn care	5	0	0	0	. %	0.0	.
Mixed intensive care	5	0	0	0	. %	0.0	.
Step-down (special care)	2	0	0	0	. %	0.0	.
Neonatal intensive/intermediate care	5	0	0	0	. %	0.0	.
Other intensive care	5	0	0	0	. %	0.0	.
Subacute care	5	0	0	0	. %	0.0	.
Other inpatient	5	0	0	0	. %	0.0	.
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Note: data should be used only in rows; do not summarize columns.

\* 1=Provided-Distinct Unit, 2=Provided-Not Distinct Unit, 3=Available in Network, 4=Contracted, 5=Service Not Provided.

\*\* Transfers, which may be estimated, refer only to those between units.

Occupation	Number Full-Time	Number Part-Time	Number FTE	Occupation	Number Full-Time	Number Part-Time	Number FTE
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Administrators/asst. administrators	13	0	13.0	Radiological services personnel	5	4	6.6
Physicians and dentists	0	0	0.0	Occupational therapists	1	0	1.0
Medical and dental residents	0	0	0.0	Occupational therapy assistants/aides	0	1	0.8
Registered nurses	10	35	33.5	Physical therapists	2	0	2.0
Certified nurse midwives	0	0	0.0	Physical therapy assistants/aides	1	0	1.0
Licensed practical nurses	2	3	4.3	Recreational therapists	3	2	3.8
Ancillary nursing personnel	3	15	7.3	Psychologists	0	0	0.0
Physician assistants	1	0	1.0	Social workers	1	0	1.0
Nurse Practitioners	0	0	0.0	All other health professionals	14	5	16.6
Medical records personnel	16	6	20.7	All other personnel	35	19	47.4
Pharmacy personnel	1	1	1.8	-----			
Clinical laboratory personnel	7	7	10.3	TOTAL	115	98	172.1

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Income Statement		Assets		Liabilities and Fund Balances	
Gross patient revenue	\$27,044,240	Cash and cash equivalents	\$906,227	Current liabilities	\$2,293,744
Less deductions	8,345,395	Net Patient receivables	4,559,129	Long-term debt	10,997,482
Net patient revenue	18,698,845	Other receivables	0	Other liabilities	70,000
Plus other revenue	177,584	Land, bldgs and equip: Net	13,245,276	Subtotal	13,361,226
Total revenue	18,876,429	Other assets	5,438,000		
Less expenses	18,528,309			Unrestricted fund balance	10,787,406
Nonoperating gains/losses	199,703	Total Assets	\$24,148,632	Total liabilities & fund balance	\$24,148,632
Net Income	\$547,823			Restricted fund balances	\$0

Selected Financial Statistics	FY 2002	All GMS Hospitals		Analysis Area 5A		Volume Group 1		FY 2002 vs. 2001	
		Value	Ratio	Value	Ratio	Value	Ratio	FY 2001	Ratio
Gross Rev as % Total Gross Patient Revenue									
Medicare [ \$8,826,784]	32.6%	41.7%	0.78	43.8%	0.75	41.1%	0.79	30.9%	1.06
Medical Assistance [ \$1,808,423]	6.7%	9.0%	0.74	7.8%	0.86	8.2%	0.81	4.9%	1.37
Commercial [ \$15,138,697]	56.0%	43.2%	1.30	42.3%	1.32	45.2%	1.24	58.1%	0.96
All other [ \$1,270,336]	4.7%	6.1%	0.77	6.1%	0.77	5.5%	0.86	6.2%	0.76
Deductions as % of Total Gross Patient Revenue									
Medicare [ \$3,619,129]	13.4%	23.7%	0.56	23.2%	0.58	20.7%	0.65	17.0%	0.79
Medical Assistance [ \$976,191]	3.6%	6.0%	0.61	4.9%	0.73	4.6%	0.78	2.7%	1.32
Commercial [ \$3,695,054]	13.7%	9.4%	1.45	6.5%	2.12	7.3%	1.87	13.6%	1.01
Charity care [ \$55,021]	0.2%	1.2%	0.17	0.8%	0.25	0.7%	0.29	0.1%	3.11
All other [ \$0]	0.0%	1.4%	0.00	1.0%	0.00	0.5%	0.00	0.0%	.
Total deductions [ \$8,345,395]	30.9%	41.7%	0.74	36.4%	0.85	33.8%	0.91	33.3%	0.93
Other Revenue and Net Gains or Losses									
Other revenue as % of total revenue	0.9%	5.1%	0.18	3.2%	0.29	4.2%	0.23	1.1%	0.82
Net gains/losses as % of net income	36.5%	5.3%	6.88	5.8%	6.30	3.5%	10.27	27.2%	1.34
Expenses as % of Total Expenses									
Salary/fringe benefit[ \$7,806,427]	42.1%	47.8%	0.88	52.1%	0.81	51.3%	0.82	42.1%	1.00
Supplies and services[ \$7,551,772]	40.8%	40.5%	1.01	36.4%	1.12	35.9%	1.14	40.9%	1.00
Capital component [ \$2,016,598]	10.9%	8.7%	1.25	8.1%	1.34	9.2%	1.18	12.4%	0.88
Bad debt [ \$1,153,512]	6.2%	3.0%	2.09	3.4%	1.82	3.6%	1.71	4.6%	1.34
Fiscal Statistics									
Operating margin	1.8%	6.1%	0.30	9.2%	0.20	7.1%	0.26	4.2%	0.44
Total hospital profit margin	2.9%	6.4%	0.45	9.7%	0.30	7.4%	0.39	5.7%	0.51
Return on equity	5.1%	10.0%	0.51	12.2%	0.41	9.9%	0.51	9.6%	0.53
Current ratio	2.9	2.5	1.15	3.0	0.98	3.8	0.76	2.8	1.05
Days in net patient accounts receivable	89.0	57.8	1.54	61.1	1.46	62.9	1.41	.	.
Average payment period	47.9	52.6	0.91	48.8	0.98	51.0	0.94	46.8	1.02
Equity financing	44.7%	56.2%	0.79	65.6%	0.68	55.6%	0.80	44.5%	1.00
Long-term debt to equity ratio	1.0	0.5	2.15	0.3	3.12	0.6	1.79	1.1	0.97
Times interest earned	1.8	5.0	0.36	9.2	0.19	5.0	0.36	2.4	0.75
Total asset turnover	0.8	0.9	0.89	0.8	0.95	0.7	1.05	0.7	1.06
Average age of plant: years	5.4	9.5	0.57	9.3	0.58	9.1	0.59	5.3	1.02
Increase (decrease) total net patient rev	. %	. %	.	. %	.	. %	.	15.0%	.
Output gross rev (% of total gross pt. rev)	67.4%	44.1%	1.53	53.4%	1.26	61.8%	1.09	70.2%	0.96
Net Revenue Statistics									
Inpatient net revenue per discharge	\$4,848	\$7,870	0.62	\$5,095	0.95	\$4,633	1.05	\$4,714	1.03
Inpatient net revenue per day	\$1,742	\$1,834	0.95	\$1,516	1.15	\$1,631	1.07	\$1,740	1.00
Outpatient net rev per visit	\$378	\$343	1.10	\$342	1.11	\$306	1.24	\$320	1.18